

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Helen of Troy

SECTION I - Approval Requests:

HQAPP Requests:

- Waive 1000 employee minimum to 625 on the Performance Analyzer line item OR
- Sell 1000 users and increase discount on Performance Analyzer line item from 62.6% to 75% (store +50%) LS on eBusiness Suite Add-on. Blended discount goes from 53% to 53.6%.

Net fees remain the same in either scenario.

Previously Approved:

HQAPP Requests:

- Blended 53% Discount (from 51.2%)
 - Increase discount from 59% to 62.6% (store +37.6%) LS on eBusiness Suite Add-ons & Technology
 - All others the same

HQAPP Requests:

- Blended 51.2% Discount
 - 39.5% (store +14.5%) LS on eBusiness Suite Professional Users
 - 59.0% (store +34%) LS on eBusiness Suite Add-ons & Technology
 - 75.0% (store +50%) LS on Transportation and Product Development Modules
- Discount holds for one year on products being purchased (down from two previously approved)
- Waiving user minimums and control hold for Product Development Module (OPD) –confirmed with Al Correa and Kurt Robson
- Customer reference upon customer consent
- Support flatlined for 3 years, capped at 4% for years 4 & 5

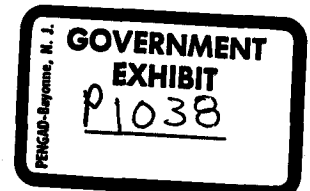
TIER 1 Requests:

- 1.
- 2.

TIER 2/3 Requests:

1. Standard Assignment Language
- 2.

SECTION II – Deal Summary:



Deal Summary	
Programs	E-Business Suite, 9i and 9iAS
License Discount	39.5% (store +14.5%) LS on eBusiness Suite Professional Users 59.0% (store +34%) LS on eBusiness Suite Add-ons & Technology

	75% (store +50%) LS on Transportation and Product Development Modules
Support Discount	39.5% (store +14.5%) LS on eBusiness Suite Professional Users 59.0% (store +34%) LS on eBusiness Suite Add-ons & Technology 75% (store +50%) LS on Transportation and Product Development Modules
Comp & Admin Discount	
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	Support flatlined for three years, capped at 4% for two years
Price Holds	Three year price hold on products being purchased
List License	1,791,175
List Support	394,234
List Comp & Admin	
Net License	842,604
Net Support	185,373
Net Comp & Admin	
Net Total Price	1,027,977
Price List Used	January 3, 2003

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	N/a
Date of Price List for price hold	
When does price hold expire?	
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	

SECTION III - Justification:

Proposal presented to President tonight. We were 60K apart with tax, met in the middle by taking 30K out of the deal. Additional discount guarantees deal for the quarter and no further discussions with the President (who by the way thought he was the best salesperson until he met Larry Ellison himself).

Customer has agreed to sign this quarter. Need HQAPP approval tonight for verbal confirmation from President who is in Hong Kong (15 hr time difference, leaving for back woods of China and will be out of pocket). CIO is managing final review of the contract for signature Thursday. Held firm on Professional User discounts, reduced worst case two year price hold to one year, grew revenue 100K.

This has been an extremely competitive deal between Peoplesoft and Oracle in the CPG space. PS has a much stronger presence in the industry, but we have managed to win the recommendation. The customer has agreed to a "probable" February commitment on execution of the contract pending several things, one of which meeting their price point. The 40% discount takes us there. This is a worst case approval. We have worked so long and hard to win the business that we are absolutely going to keep this discounts as low as possible, I can assure you.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *(fill in rep name and AVP name here)*

Field RM name if submitted by iSD:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details**Instructions - Fill in all sections completely.****APPROVAL REQUIREMENTS** - Refer to the Approval Matrix at <http://esource.oraclecorp.com>**PRICING REQUIREMENTS** – Refer to Price List and Price List Supplement for minimums and prerequisites.**PRICING SPREADSHEET** – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.**MIGRATIONS** - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.**Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.**

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	February 17, 2003
Opportunity I.D. (OSO Number):	TBA
Is this a ship order?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input checked="" type="checkbox"/> No
Quote Valid Through (insert date):	2/28/03
Partner (insert name, if applicable)?	Margin or % of net license fees _____
VAD (insert name, if applicable)?	Margin or % of net license fees _____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?	<input type="checkbox"/> Yes <input type="checkbox"/> No
If yes, specify payment type:	<input type="checkbox"/> Applications Affiliate Fee <input type="checkbox"/> ROP Fee (<i>GB Use Only</i>)
MIGRATIONS OR UPDATES:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
PREMIUM SERVICES:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
INCIDENT PACKS:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Payment Terms:	<input checked="" type="checkbox"/> Net 30 <input type="checkbox"/> Other (Specify)
Referenced Agreement:	<input checked="" type="checkbox"/> New OLSA <input type="checkbox"/> Other (Specify)

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Helen of Troy LP
Business Address:	1 Helen of Troy Plaza
City / State / Zip:	El Paso, TX 79912
Customer Contract Admin:	Russell Gibson
Phone #:	915-225-4894
Fax #:	
E-mail ID:	rgibson@hotus.com
Billing Contact:	Same as above
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ____
Shipping Contact:	Bob Spear
Address:	Same as above
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	rspear@hotus.com
Technical Support Contact:	Bob Johnson
Address:	Same as above
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	<u>bjohnson@hotus.com</u>
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$ _____
Education Discount:	_____ %
Education Revenue:	\$ _____
Education Sales Rep:	

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make: Sun
OS: Solaris
PROGRAMS: E-Business Suite Applications; Processor-based Enterprise 9i Database and 9iAS

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Applications		
Will applications be modified:	Yes	<input checked="" type="checkbox"/> No
Will users be accessing modified Apps from the web:	Yes	<input type="checkbox"/> No
Have all prerequisites been included:	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Will users use Fast Forward RPM:	Yes	<input checked="" type="checkbox"/> No
Will applications be hosted:	Yes	<input checked="" type="checkbox"/> No
Indicate database that Apps will run on:		
Indicate CSI for existing prerequisite database and tools:		

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Nick Spennato
Technology Sales Manager	Jeff Day
Account Manager	Nick Spennato
iSD Rep	Andrew ten Pas
Education Sales Rep	Chris Macrorie
Support Renewals Rep	
Premium Support Rep	
Migrations Manager	
Is there a teaming agreement?	<input type="checkbox"/> Yes (if yes, list all appropriate reps) <input checked="" type="checkbox"/> No
Requester:	Name: <u> Nick Spennato </u> Business Telephone: <u> 512-703-6289 </u> Cell Phone: <u> 512-695-4545 </u>